Registration Form

Please \square which courses you would like to purchase

☐ I <u>require</u> my materials to be en español

Special Offers!!!

□ Both FFAT & PMAT - \$344.00

☐ FFAT, PMAT, & FRM - \$418.00

Courses

☐ FFAT - \$188.00

□ PMAT - \$188.00

☐ FRM - \$195.00

***Frequently Asked Question's

Q: Do the courses meet the Farm Service Agency training requirements?

A: Yes. The FFAT meets the finance requirement and the PMAT meets the production requirement.

Q: When will I receive my order?

A: Books are <u>mailed out</u> 2-3 days from the time the order is received.

Q: What happens once I complete the course? **A:** Books are graded. Certificates and graded materials are then sent to you and your loan officer.

***For a full list of FAQ's, please visit our website at www.farmercourses.com/faq.html

Name	
Phone Number	
Address	
City	
State Zip Code	e
Email	
1	
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5	
Lending Institution (FSA	
Loan Officer & County	

Credit Card Payment (Online Registration)
visit www.farmercourses.com

Check/Money Order Payment:

payable to Farmer Courses

Mail this form with Check/Money Order to:

Farmer Courses 6021 Sunset Blvd. Madison, SD 57042



Production Management Analysis Training (PMAT)

Farm Financial Analysis Training (FFAT)

Finance Risk Management (FRM)

www.farmercourses.com



www.farmercourses.com

If you are looking for ways to increase profit and production as a producer, then you have come to the right place.

Farmer Courses offers quality, straight-forward training in the areas of finance, production, and risk management. You will also have the opportunity to learn from professionals who have years of experience in the field (no pun intended).

The courses are in-depth and painless, yet offer you the tools you need to succeed as a producer.

Production Management Analysis Training

- PMAT has important sections on...
- Market Plan
- Technology Upgrades
- Production & Field Records
- Risk Analysis
- Information Resources.

The PMAT course is offered in 2 parts:

- 1. Production Management Analysis (sections 1-11)
- 2. My Farm/Ranch Production Impact Plan (sections 12-14)
- *PMAT is individualized to the enterprises on each farm or ranch.

The Courses We Offer Are...

- Easy to read and follow
- Completed in about 25-30 Hours
- Updated and improved yearly
- Used by thousands of producers in the USA
- Taught by professionals with years of experience and insight



Farm Financial Analysis Training

- Guided by three management concepts: RECORDS-ANALYSIS-PLANNING
- <u>Sections 1-3</u>: Balance Sheet, Cash Flow Budget, and production-based Income Statement.
- Sections 4-6: Farm Financial Analysis presents basic approaches including The Savvy Seven Finance Ratios that guide producer decisions to strengthen profit, liquidity, and solvency.
- <u>Sections 7-8</u>: Fixing Broken Finances & the MOBILize Plan to resolve finance problems which can threaten farm/ranch survival.
- * Due to its unique, hands-on presentation, FFAT is recommended for all producers.

The "\$" signs are growing in farm production!

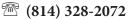
Take advantage of the most widely used farm management courses across the U.S.!

We look forward to hearing from you!

Dr. Gregory Hanson, President ☐ greghanson@farmercourses.com

Mark Douglass, Manager ⊠ markdouglass@farmercourses.com

Feel free to call us today!



Financial Risk Management

- Hanson Debt Rule
- Production Income Analysis
- Cash Flow Analysis
- Balance Sheet Analysis
- Ratios, Trends, & Projections
- MOBILize: Make-Or-Break-It Loans
- Formula-5 Farm Record System

FERMER COURSES
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